

1 Robert Chaffin (Tex. SBN: 04057500)
2 robert@chaffinlawfirm.com
3 THE CHAFFIN LAW FIRM
4 4265 San Felipe, Suite 1020
5 Houston, Texas 77027
6 Telephone: (713) 528-1000
7 Facsimile: (713) 952-5972
8 (*To apply as counsel pro hac vice*)

7 Howard W. Rubinstein (Fla. SBN: 0104108)
8 howardr@pdq.net
9 THE LAW OFFICES OF HOWARD W. RUBINSTEIN
10 PO Box 4839
11 Aspen, Colorado 81612
12 Telephone: (832) 715-2788
13 Facsimile: (561) 688-0630
14 (*To apply as counsel pro hac vice*)

13 Harold M. Hewell (Cal. SBN: 171210)
14 hmhewell@hewell-lawfirm.com
15 HEWELL LAW FIRM
16 105 West F Street, Second Floor
17 San Diego, California 92101
18 Telephone: (619) 235-6854
19 Facsimile: (888) 298-0177

18 *Attorneys for Plaintiff*

19 **UNITED STATES DISTRICT COURT**
20 **NORTHERN DISTRICT OF CALIFORNIA**

21 **KATIE LYNN BURLEY**, as an
22 individual, and on behalf of all
23 others similarly situated,
24 *Plaintiff,*

24 *vs.*

25 **SUNNY DELIGHT BEVERAGES CO.,**
26 an Ohio corporation,
27 *Defendant.*

CASE: 4:10-cv-05796-SBA

JUDGE: Hon. Sandra Brown Armstrong
**FIRST AMENDED COMPLAINT FOR
EQUITABLE RELIEF AND DAMAGES**

Class Action

Jury Trial Requested

Complaint filed December 21, 2010

1 Plaintiff, Katie Lynn Burley, on behalf of herself and all others similarly situated,
2 by and through counsel, files this First Amended Complaint pursuant to Section
3 1782(d) of California's Consumer Legal Remedies Act ("CLRA"), Civil Code §§1750 et
4 seq., which provides that:

5 An action for injunctive relief brought under the specific provisions of
6 Section 1770 may be commenced without compliance with subdivision
7 (a). Not less than 30 days after the commencement of an action for
8 injunctive relief, and after compliance with subdivision (a), the consumer
9 may amend his or her complaint without leave of court to include a request
10 for damages. The appropriate provisions of subdivision (b) or (c) shall be
11 applicable if the complaint for injunctive relief is amended to request
12 damages.

13 Plaintiff also has amended the pleading to include depictions of the subject
14 product labeling, add the words "and any subclasses" to paragraph 30, and to make
15 minor editing and formatting changes. She alleges as set forth below.

16 I. VENUE AND JURISDICTION

17 1. This Court has jurisdiction over the subject matter presented by this First
18 Amended Complaint because it is a class action arising under the Class Action Fairness
19 Act of 2005 ("CAFA"), Pub. L. No. 109-2, 119 Stat. 4 (2005), which explicitly provides
20 for the original jurisdiction of the Federal Courts of any class action in which any
21 member of the plaintiff class is a citizen of a state different from any Defendant, and in
22 which the matter in controversy exceeds in the aggregate the sum of \$5,000,000.00,
23 exclusive of interest and costs. Plaintiff alleges that the total claims of the individual
24 members of the Plaintiff Class in this action are in excess of \$5,000,000.00 in the
25 aggregate, exclusive of interest and costs, as required by 28 U.S.C. § 1332(d)(2), (5).

26 2. As set forth below, Plaintiff is a citizen of California, and Defendant can be
27 considered a citizen of Ohio. Therefore, diversity of citizenship exists under CAFA as
28 required by 28 U.S.C. § 1332(d)(2)(A). Furthermore, Plaintiff alleges on information

1 and belief that more than two-thirds of all of the members of the proposed Plaintiff Class
2 in the aggregate are citizens of a state other than California where this action is originally
3 being filed, and that the total number of members of the proposed Plaintiff Class is
4 greater than 100, pursuant to 28 U.S.C. § 1332(d)(5)(B).

5 3. This Court has authority to exercise personal jurisdiction over Defendant
6 because it has substantial contacts with and receives benefits and income from and
7 through the State of California.

8 4. Venue in this judicial district is proper pursuant to 28 U.S.C. §1391(a)
9 because, as set forth below, Defendant conducts business in, and may be found in, this
10 district, and Plaintiff purchased the subject product of this action in this judicial district.

11 5. The “Declaration of Harold M. Hewell Pursuant to Civil Code §1780(c)
12 of the Consumer Legal Remedies Act, Civil Code §§ 1750 et seq.” regarding venue
13 under the CLRA was previously filed in this action and is incorporated herein by
14 reference.

15 II. PARTIES

16 6. Katie Lynn Burley is an individual who is a citizen of California who is
17 more than 18 years of ages and resides in San Francisco within this Judicial District. She
18 respectfully requests a jury trial on damage claims.

19 7. Sunny Delight Beverages Company (“Sunny Delight,” or “Defendant”) is a
20 corporation organized and existing under the laws of Ohio. It maintains its headquarters
21 at 6000 Creek Road, Cincinnati, Ohio 45242. For purposes of diversity jurisdiction,
22 Sunny Delight can be considered a citizen of Ohio. Sunny Delight markets and sells
23 through retailers various fruit-flavored beverages. Among those products, is a brand of
24 fruit beverages named “Fruit₂O® essentials™” (“Product”). Defendant conducts business
25 in this jurisdiction and in this judicial district by means of its advertising and through the
26 distributors and retailers that deliver and sell the Product to consumers.

27 III. GENERAL ALLEGATIONS

28 8. All allegations herein are based on information and belief and/or are likely

1 to have evidentiary support after reasonable opportunity for further investigation and
2 discovery.

3 9. Plaintiff alleges that, at all times relevant herein, Sunny Delight and its
4 subsidiaries, affiliates, and other related entities, as well as their respective employees,
5 were the agents, servants and employees of Sunny Delight, and at all times relevant
6 herein, each was acting within the purpose and scope of that agency and employment.
7 Plaintiff further alleges on information and belief that at all times relevant herein, the
8 distributors and retailers who delivered and sold the Product, as well as their respective
9 employees, also were Sunny Delight's agents, servants and employees, and at all times
10 herein, each was acting within the purpose and scope of that agency and employment.

11 10. Additionally, Plaintiff alleges that, in committing the wrongful acts alleged
12 herein, Sunny Delight, in concert with its subsidiaries, affiliates, and/or other related
13 entities and their respective employees, planned, participated in and furthered a
14 common scheme to induce members of the public to purchase the Product by means of
15 false, misleading, deceptive and fraudulent representations, and that Sunny Delight
16 participated in the making of such representations in that it disseminated those
17 misrepresentations and/or caused them to be disseminated.

18 11. Whenever reference in this First Amended Complaint is made to any act
19 by Sunny Delight or its subsidiaries, affiliates, distributors, retailers and other related
20 entities, such allegation shall be deemed to mean that the principals, officers, directors,
21 employees, agents, and/or representatives of Sunny Delight committed, knew of,
22 performed, authorized, ratified and/or directed that act or transaction on behalf of
23 Sunny Delight while actively engaged in the scope of their Duties.

24 **IV. FACTUAL ALLEGATIONS**

25 12. At all times relevant herein, Sunny Delight marketed, advertised and,
26 through distributors and retailers, sold the Product in six fruit flavors featuring such fruit-
27 based names as "Cranberry Raspberry," "Strawberry Kiwi," "Peach Mango," "Citrus,"
28 "Blueberry Pomegranate," and "Cherry Acai." The Principal Display Panel ("PDP") of

1 the Product labeling featured “images of the fruits along with the claim ‘5 [or 4] nutrients
 2 equal to 2 servings of fruit.’ The side panel of the product label identifies four or five ‘key
 3 nutrients’ found in two servings of the fruits.”¹

4 13. Campbell Soup Company (“Campbell”) challenged Sunny Delight’s
 5 advertising representation for the Product to the National Advertising Division of the
 6 Council of Better Business Bureaus² (“NAD”). Campbell contended that, although
 7 Sunny Delight had fortified the Product with certain nutrients, the nutrient levels
 8 contained in the Product were, on the whole, significantly less than the levels found in
 9 the relevant fruit referred to in the Product variety names. Consequently, Campbell
 10 argued, any implied representation that drinking the Product offered nutritional benefits
 11 equivalent to eating two servings of the named fruit was misleading.³

13 ¹ “NAD Recommends Sunny Delight Discontinue Certain Claims for Fruit2O
 14 Beverages, Following Campbell Challenge,” NAD® News, June 23, 2010,
 15 <http://www.nadreview.org/docView.aspx?DocumentID=8092&DocType=1>, retrieved
 16 December 20, 2010. A true and correct copy of that press release is attached hereto as
 Exhibit A and incorporated by reference.

17 ² The National Advertising Review Council (NARC) was formed in 1971 by the
 18 Association of National Advertisers, Inc. (ANA), the American Association of
 19 Advertising Agencies, Inc. (AAAA), the American Advertising Federation, Inc., (AAF),
 20 and the Council of Better Business Bureaus, Inc., (CBBB). Its purpose is to foster truth
 21 and accuracy in national advertising through voluntary self-regulation. NARC is the
 22 body that establishes the policies and procedures for the CBBB’s National Advertising
 23 Division (NAD) and Children’s Advertising Review Unit (CARU), as well as for the
 24 National Advertising Review Board (NARB) and the Electronic Retailing Self-
 25 Regulation Program (ERSP), NAD and CARU are the investigative arms of the
 26 advertising industry’s voluntary self-regulation program. Their case work results from
 27 competitive challenges from other advertisers, and also from self-monitoring traditional
 and new media. The National Advertising Review Board (NARB), the appeals body, is a
 peer group from which ad-hoc panels are selected to adjudicate those cases that are not
 resolved at the NAD/CARU level. This unique, self-regulatory system is funded entirely
 by the business community; CARU is financed by the children’s advertising industry,
 while NAD/NARC/NARB’s sole source of funding is derived from membership fees
 paid to the CBBB, ERSP’s funding is derived from membership in the Electronic
 Retailing Association. Id.

28 ³ Randy Shaheen and Danielle Garten, “Apples to Oranges: NAD Recommends Fruit2O

Peach Mango⁴All Six Flavors⁵Cranberry Raspberry⁶

Water Discontinue Certain Implied Nutrition Claims," *Consumer Advertising Law Blog*, July 14, 2010, <http://www.consumeradvertisinglawblog.com/2010/07/apples-to-oranges-nad-recommends-fruit2o-water-discontinue-certain-implied-nutrition-claims-.html>, retrieved December 20, 2010.

⁴ http://www.google.com/imgres?imgurl=http://rebekahj81.com/reviews/wp-content/uploads/2009/08/PeachMango-200x300.jpg&imgrefurl=http://rebekahj81.com/reviews/2009/review-and-giveaway-fruit2o-essentials/%3Fwpmw_switcher%3Ddesktop&usg=__HHEEjhSg-mM3pdBbzcT3awYsjkQ=&h=300&w=200&sz=17&hl=en&start=28&zoom=1&tbnid=ZJMEixtQ4TebfM:&tbnh=131&tbnw=90&ei=1l7ZTYfsJYGisQOEnN2FDA&prev=/search%3Fq%3Dfruit2o%25C2%25AE%2Bessentials%26um%3D1%26hl%3Den%26sa%3DN%26rlz%3D1T4GGLL_enUS387US387%26biw%3D1371%26bih%3D733%26tbnid%3Disch0%2C550&um=1&itbs=1&iact=hc&vpx=862&vpy=281&dur=796&hovh=240&hovw=160&tx=99&ty=154&sqi=2&page=2&ndsp=28&ved=1t:429,r:11,s:28&biw=1371&bih=733, retrieved May 22, 2011.

⁵ http://www.google.com/imgres?imgurl=http://witwhimsy.files.wordpress.com/2009/09/fruit2o.jpg%3Fw%3D270&imgrefurl=http://witwhimsy.com/tag/fruit2oessentials/&usg=vMtsgkqCErT8xe4ZgtNDxq4Tuo=&h=299&w=270&sz=12&hl=en&start=0&zoom=1&tbnid=YpVn9xQXCRQZYM:&tbnh=140&tbnw=126&ei=9IDZTeyKFYO4sQOBxb2ODA&prev=/search%3Fq%3Dfruit2o%25C2%25AE%2Bessentials%26um%3D1%26hl%3Den%26sa%3DN%26rlz%3D1T4GGLL_enUS387US387%26biw%3D1575%26bih%3D733%26tbnid%3Disch&um=1&itbs=1&iact=hc&vpx=461&vpy=364&dur=320&hovh=236&hovw=213&tx=92&ty=140&sqi=2&page=1&ndsp=33&ved=1t:429,r:19,s:0, retrieved May 22, 2011.

⁶ http://www.google.com/imgres?imgurl=http://www.bevreview.com/wp-content/image_fruit2oessentials_cranberryraspberry1.jpg&imgrefurl=http://www.bevreview.co

14. In its defense, Sunny Delight:

... asserted that it took care in creating the labels and advertisements to ensure that consumers understood not only which nutrients the water contains in amounts equal to two servings of the depicted fruit, but also to provide sufficient clarifying information so that reasonable consumers understand the limits of the water's nutritional contents.⁷

15. Sunny Delight also pointed out that it had discontinued the print advertising containing the challenged claims for the Product, which NAD supported. However, NAD felt that the representations on the product labeling remained problematic.

16. Sunny Delight had attempted to limit effect of the primary label claim by noting in other text that "the nutrients equal to two servings of fruit are 'key' nutrients." However, NAD noted that the claim, "equal to 2 servings of fruit" might reasonably lead consumers to believe that the fortified Product contained certain nutrients in amounts equal to that found in the corresponding fruit. Since this "implied message was not supported" NAD recommended that Sunny Delight cease making the "...equal to 2 servings of fruit" representation.⁸

17. Additionally, NAD found that, in context, the phrase, "The wonders of fruit. The refreshment of water," contributed to the unsupported message that implied the Product was the nutritional equal of actual fruit servings. Accordingly, NAD

m/2009/07/28/review-fruit2o-essentials-cranberry-raspberry-water/&usg=qlYOlOZIS
VNWxeT5PDoaRpFA4mc=&h=350&w=263&sz=39&hl=en&start=0&zoom=1&tbnid
=OnKBATTJlHlayM:&tbnh=145&tbnw=112&ei=1l7ZTYfsJYGisQOEnN2FDA&pre
v=/search%3Fq%3Dfruit2o%25C2%25AE%2Bessentials%26um%3D1%26hl%3Den%2
6sa%3DN%26rlz%3D1T4GGLL_enUS387US387%26biw%3D1371%26bih%3D733%
26tbm%3Disch&um=1&itbs=1&iact=hc&vpx=680&vpy=56&dur=2503&hovh=259&
hovw=195&tx=110&ty=153&sqi=2&page=1&ndsp=28&ved=1t:429,r:3,s:0, retrieved
May 22, 2011.

⁷ See Note 1.

⁸ Id.

recommended that it be modified or discontinued.⁹

18. Although Sunny Delight disputed certain findings by NAD, it issued a statement announcing that it had “made changes to its advertising campaign and will implement additional revisions, to the full extent possible, in any remaining advertising consistent with NAD’s guidance.”

19. As a result of the misleading claims and representations referenced above, conveyed by Sunny Delight on its labeling and other aspects of its marketing campaign for the Product, Sunny Delight was been able to charge a price premium for the Product over other similar products that did not make such misleading claims.

20. Plaintiff has purchased the Product at least twice since the fortified Product was introduced in June 2009, buying it at a Safeway located at 3350 Mission Street, San Francisco, California 94110. In doing so, she saw and relied on the misleading labeling claims referenced above. Those deceptive claims were material to her decision to purchase and use the Product for its intended purpose.

21. Given the foregoing, Plaintiff contends that she has been misled by Defendant’s labeling claims into purchasing and paying for a product that was not what it was represented to be, and that she has, as a direct result, suffered actual damages in that she has been deprived of the benefit of her bargain and has spent money purchasing the Product at a price premium when the Product actually had less value than was reflected in the price she paid for the Product. In fact, she would not have purchased the Product had she known the true facts about it.

V. CLASS ALLEGATIONS

26. Plaintiff realleges and incorporates by reference the allegations set forth in each of the preceding paragraphs of this First Amended Complaint.

27. Pursuant to California Civil Code §1781, California Code of Civil Procedure §382, and Federal Rule of Civil Procedure (“FRCP”) 23, Plaintiff brings this

⁹ Id.

1 class action and seeks certification of the claims and certain issues in this action on behalf
 2 of all persons who have purchased the Product for personal use during the Class Period
 3 (“Class”), which is defined as the period between the date Defendant first used the
 4 claims described above, as well as those similar to them, in the labeling of the Product,
 5 and the filing date of this First Amended Complaint.

6 28. Defendant’s practices and omissions were applied uniformly to all
 7 members of the Class, so that the questions of law and fact are common to all members
 8 of the Class. All members of the putative Class were and are similarly affected by having
 9 purchased and used the Product, and the relief sought herein is for the benefit of Plaintiff
 10 and members of the putative Class.

11 29. Plaintiff is informed and believes, and on that basis alleges, that the Plaintiff
 12 Class is so numerous that joinder of all members would be impractical. Based on the
 13 annual sales of the Product and the popularity of the Product, it is apparent that the
 14 number of consumers of the Product would be so large as to make joinder impossible.

15 30. Questions of law and fact common to the Plaintiff Class and any subclasses
 16 exist that predominate over questions affecting only individual members, including, inter
 17 alia:

- 18 a. Whether Defendant’s practices and representations made in
 19 connection with the labeling, advertising, marketing, promotion and
 20 sales of the Product were deceptive, unlawful or unfair in any
 21 respect, thereby violating California’s Unfair Competition Law
 22 (“UCL”), Cal. Bus. & Prof. Code § 17200 et seq.;
- 23 b. Whether Defendant’s practices and representations made in
 24 connection with the labeling, advertising, marketing, promotion and
 25 sales of the Product were deceptive, unlawful or unfair in any
 26 respect, thereby violating California’s False Advertising Law
 27 (“FAL”), Cal. Bus. & Prof. Code § 17500 et seq.;
- 28 c. Whether Defendant’s conduct in connection with the practices and

1 representations made in the labeling, advertising, marketing,
2 promotion and sales of the Product breached express warranties
3 with regard to the Product;

4 d. Whether Defendant violated California's Consumer Legal
5 Remedies Act ("CLRA"), California Civil Code § 1750, et seq., by
6 the practices and representations made in connection with the
7 labeling, advertising, marketing, promotion and sales of the Product
8 within California.

9 e. Whether Defendant's conduct as set forth above injured consumers
10 and if so, the extent of the injury.

11 31. The claims asserted by Plaintiff in this action are typical of the claims of the
12 members of the Plaintiff Class, as the claims arise from the same course of conduct by
13 Defendant, and the relief sought is common.

14 32. Plaintiff will fairly and adequately represent and protect the interests of the
15 members of the Plaintiff Class. Plaintiff has retained counsel competent and experienced
16 in both consumer protection and class action litigation.

17 33. Certification of this class action is appropriate under California Civil Code
18 §1781, California Code of Civil Procedure §382, and FRCP 23 because the questions of
19 law or fact common to the respective members of the Class predominate over questions
20 of law or fact affecting only individual members. This predominance makes class
21 litigation superior to any other method available for the fair and efficient adjudication of
22 these claims. Absent a class action, it would be highly unlikely that the representative
23 Plaintiff or any other members of the Class would be able to protect their own interests
24 because the cost of litigation through individual lawsuits might exceed expected
25 recovery.

26 34. Certification also is appropriate because Defendant acted, or refused to act,
27 on grounds generally applicable to the Class, thereby making appropriate the relief
28 sought on behalf of the Class as a whole. Further, given the large number of consumers of

1 the Product, allowing individual actions to proceed in lieu of a class action would run the
2 risk of yielding inconsistent and conflicting adjudications.

3 35. A class action is a fair and appropriate method for the adjudication of the
4 controversy, in that it will permit a large number of claims to be resolved in a single
5 forum simultaneously, efficiently, and without the unnecessary hardship that would
6 result from the prosecution of numerous individual actions and the duplication of
7 discovery, effort, expense and burden on the courts that individual actions would
8 engender.

9 36. The benefits of proceeding as a class action, including providing a method
10 for obtaining redress for claims that would not be practical to pursue individually,
11 outweigh any difficulties that might be argued with regard to the management of this
12 class action.

13 **VI. FIRST CAUSE OF ACTION:**

14 **VIOLATIONS OF BUS & PROF. CODE § 17200 ET SEQ.**

15 37. Plaintiff realleges and incorporates by reference the allegations set forth in
16 each of the preceding paragraphs of this First Amended Complaint.

17 38. This cause of action is brought on behalf of Plaintiff and members of the
18 general public pursuant to Cal. Bus. & Prof. Code § 17200 et seq., which provides that
19 “unfair competition shall mean and include any unlawful, unfair or deceptive business act
20 or practice and unfair, deceptive, untrue or misleading advertising and any act prohibited
21 by Chapter I (commencing with Section 17500) as Part 3 of Division 7 of the Business
22 and Professions Code.”

23 39. Plaintiff alleges on information and belief that Defendant committed unfair
24 business acts and/or practices. The utility of Defendant’s practices related to the
25 deceptive labeling of the Product is negligible, if any, when weighed against the harm to
26 the general public, Plaintiff and members of the Class.

27 40. The harmful impact upon members of the general public and the Class
28 who purchased and used the Product outweighs any reasons or justifications by

1 Defendant for the deceptive labeling practices employed to sell the Product as described
2 herein.

3 41. Defendant had an improper motive (profit before accurate marketing) in
4 its practices related to the deceptive labeling of the Product, as set forth above. The use
5 of such unfair business acts and practices was and is under the sole control of Defendant,
6 and was deceptively hidden from members of the general public in Defendant's labeling,
7 advertising, and/or marketing of the Product.

8 42. Defendant committed a deceptive act or practice by making the
9 unsupported labeling representations set forth in detail above that impliedly represented
10 to consumers, and supported the claim, that the Product was the nutritional equivalent
11 of two servings of fruit.

12 43. These deceptive acts and practices have a capacity, tendency, and/or
13 likelihood to deceive or confuse reasonable consumers such as Plaintiff and members of
14 the Class; consumers of the Product had a good faith basis for believing the Product was
15 unique in its nutritional properties.

16 44. Defendant also committed an unlawful business practice by violating the
17 FAL and CLRA as set forth in detail below. These violations serve as predicate violations
18 of this prong of the UCL.

19 45. As the result of these unfair, deceptive and/or unlawful business practices
20 Plaintiff and members of the Class have suffered actual harm in that they have been
21 deprived of the benefit of their bargain and have spent money purchasing the Product at
22 a price premium when the Product actually had less value than was reflected in the price
23 they paid for the Product.

24 46. As a purchaser and consumer of Defendant's Product, and as a member of
25 the general public in California who purchased and used the Product, Plaintiff is entitled
26 to and does bring this class action seeking all available remedies under the UCL.

27 47. Defendant's labeling practices, as set forth above, were intended to
28 promote the sale of the Product and constitute unfair, deceptive and/or unlawful

1 business practices within the meaning of California Bus. & Prof. Code § 17200 et seq.

2 48. Pursuant to California Bus. & Prof. Code § 17203, Plaintiff, on behalf of
3 herself and members of the general public, seeks an order of this Court requiring
4 Defendant to restore to Plaintiff and Class members all monies that Defendant acquired
5 as the result of any act or practice set forth herein that is determined by this Court to be
6 an unfair, deceptive and/or unlawful business act or practice within the meaning of the
7 UCL.

8 49. Plaintiff and members of the general public may be irreparably harmed
9 and/or denied an effective and complete remedy if such an order is not granted.

10 50. As a result of Defendant's violations of the UCL, Plaintiff and the Class are
11 entitled to restitution for out-of-pocket expenses and economic harm.

12 51. Pursuant to Civil Code § 3287(a), Plaintiff and Members of the Class are
13 further entitled to pre-judgment interest as a direct and proximate result of Defendant's
14 wrongful conduct. The amount on which such interest is to be calculated is a sum certain
15 and capable of calculation, and Plaintiff and members of the Class are entitled to interest
16 in an amount according to proof.

17 **VII. SECOND CAUSE OF ACTION:**

18 **VIOLATIONS OF BUS. & PROF. CODE §17500 ET SEQ.**

19 52. Plaintiff realleges and incorporates by reference the allegations set forth in
20 each of the preceding paragraphs of this First Amended Complaint.

21 53. In violation of California Bus. & Prof. Code §17500, Defendant has
22 disseminated, or caused to be disseminated, deceptive advertising making the
23 unsupported representations set forth in detail above that impliedly represented to
24 consumers, and supported the claim, that the Product was the nutritional equivalent of
25 two servings of fruit.

26 54. Defendant's labeling representations for the Product were by their very
27 nature unfair, deceptive and/or unlawful within the meaning of California Bus. & Prof.
28 Code §17500 et seq. The representations are likely to deceive, and continue to deceive,

1 reasonable consumers such as Plaintiff and members of the Class.

2 55. In making and disseminating the statements alleged herein, Defendant
3 knew or should have known that the statements were misleading, and acted in violation
4 of California's Bus. & Prof. Code §17500 et seq.

5 56. As a direct and proximate result of Defendant's wrongful conduct, Plaintiff
6 and the Class Members have suffered actual harm in that they have been deprived of the
7 benefit of their bargain and have spent money purchasing the Product at a price
8 premium when the Product actually had less value than was reflected in the price they
9 paid for the Product.

10 57. Pursuant to Bus. & Prof. Code § 17535, Plaintiff, on behalf of herself and
11 members of the general public, seeks an order of this Court requiring Defendant to
12 restore to Plaintiff and Class members all monies that Defendant acquired as the result of
13 any deceptive act and/or practice set forth herein that is determined by this Court to
14 violate the FAL.

15 58. As a result of Defendant's violations of the FAL, Plaintiff and the Class are
16 entitled to restitution for out-of-pocket expenses and economic harm.

17 59. Pursuant to Civil Code § 3287(a), Plaintiff and Members of the Class are
18 further entitled to pre-judgment interest as a direct and proximate result of Defendant's
19 wrongful conduct. The amount on which such interest is to be calculated is a sum certain
20 and capable of calculation, and Plaintiff and Members of the Class are entitled to interest
21 in an amount according to proof.

22 **VIII. THIRD CAUSE OF ACTION:**

23 **BREACH OF EXPRESS WARRANTY**

24 60. Plaintiff realleges and incorporates by reference the allegations set forth in
25 each of the preceding paragraphs of this First Amended Complaint.

26 61. Plaintiff, and each member of the Class, formed a contract with Defendant
27 at the time Plaintiff and the other members of the Class purchased the Product. The
28 terms of that contract include the promises and affirmations of fact made by and implied

1 by Sunny Delight on its Product labels, set forth in detail above, and through its
2 marketing campaign. The Product labeling/advertising constitutes express warranties,
3 which became part of the basis of the bargain, and are part of a standardized contract
4 between Plaintiff and the members of the Class on the one hand, and Sunny Delight on
5 the other.

6 62. All conditions precedent to Sunny Delight's liability under this contract,
7 including notice, have been performed on behalf of Plaintiff and the Class.

8 63. Sunny Delight breached the terms of this contract, including the express
9 warranties, with Plaintiff and the Class by not providing a product which could provide
10 the benefits promised, as set forth in detail above.

11 64. As a result of Sunny Delight's breach of its contract and warranties,
12 Plaintiff and the Class have been damaged in the amount of the purchase price of the
13 Product at issue.

14 **IX. FOURTH CAUSE OF ACTION:**
15 **FOR VIOLATIONS OF THE CLRA**

16 65. Plaintiff realleges and incorporates by reference the allegations set forth in
17 each of the preceding paragraphs of this First Amended Complaint.

18 66. This cause of action is brought pursuant to the CLRA.

19 67. Plaintiff and each member of the Class are "consumers" within the
20 meaning of Civil Code §1761(d).

21 68. The purchases of the Product by Plaintiff and each member of the Class
22 were and are "transactions" within the meaning of Civil Code §1761(e).

23 69. Defendant's marketing, promotion, and sales of the Product within
24 California, as alleged herein, violated and continues to violate the CLRA in at least the
25 following respects as set forth in detail above:

- 26 a. In violation of Civil Code §1770(a)(5), Defendant represented that
27 the Product has characteristics, ingredients, uses, and benefits which
28 it does not have;

b. In violation of Civil Code §1770(a)(7), Defendant represented that the Product is of a particular standard, quality, or grade, which it is not; and

c. In violation of Civil Code §1770(a)(9), Defendant advertised the Product with an intent not to sell the Product as advertised.

70. Plaintiff seeks and is entitled to equitable relief in the form of an order:

a. Enjoining Defendant from continuing to engage in any practice determined by this Court to violate the CLRA;

b. Requiring Defendant to make full restitution of all monies wrongfully obtained as a result of the conduct described above;

c. Requiring Defendant to disgorge all ill-gotten gains flowing from the conduct described above; and

d. Enjoining Defendant from such deceptive business practices in the future.

71. Plaintiff, by and through counsel, notified Defendant in writing of the particular violations of Section 1770 of the CLRA and demanded that it take certain corrective actions within the period prescribed by the CLRA for such demands. It did not do so.

72. Therefore, Plaintiff amend this pleading to request statutory damages, actual damages, plus punitive damages, interest and attorneys' fees as authorized by Section 1780(a) of the CLRA.

73. Regardless of an award of damages, however, Plaintiff seeks and is entitled to, pursuant to Section 1780(a)(2) of the CLRA, an order for the equitable relief described above, as well as costs, attorney's fees and any other relief which the Court deems proper.

X. PRAYER FOR RELIEF

WHEREFORE, Plaintiff, on behalf of herself and all others similarly situated, prays for a judgment:

LIST OF EXHIBITS

<u>Exhibit</u>	<u>Description</u>	<u>Pages</u>
A	"NAD Recommends Sunny Delight Discontinue Certain Claims for Fruit ₂ O Beverages, Following Campbell Challenge," <i>NAD® News</i> , June 23, 2010, http://www.nadreview.org/docView.aspx?DocumentID=8092&DocType=1 , retrieved December 20, 2010.	20-21

Exhibit A

NAD® News

Contact: Linda Bean
212-705-0129

For Immediate Release

NAD RECOMMENDS SUNNY DELIGHT DISCONTINUE CERTAIN CLAIMS FOR FRUIT₂O BEVERAGES, FOLLOWING CAMPBELL CHALLENGE

New York, New York – June 23, 2010 – The National Advertising Division of the Council of Better Business Bureaus has recommended that Sunny Delight modify or discontinue certain advertising claims for its Fruit₂O beverages.

NAD, the advertising industry's self-regulatory forum, reviewed labeling and advertising claims, following a challenge by Campbell Soup Company.

NAD reviewed claims that included:

- *Fruit₂O essentials water beverages contain "5 [or 4] nutrients equal to 2 servings of fruit."*
- *"Fortified with nutrients equal to 2 servings of fruit."*
- *"Each Fruit₂O essentials flavor is fortified with nutrients like its fruits."*
- *"The wonders of fruit. The refreshment of water."*

The Fruit₂O essentials water beverages line includes six flavor varieties that feature multiple-fruit names, (such as "Cranberry Raspberry") and images of the fruits along with the claim "5 [or 4] nutrients equal to 2 servings of fruit." The side panel of the product label identifies four or five "key nutrients" found in two servings of the fruits.

The challenger argued that while the beverages are fortified with the nutrients found in their namesake fruits, many of the nutrients added to the waters are present in very small amounts in those fruits or are not the most prominent or signature nutrients for which the fruits are known. Further, the challenger contended that to the extent the signature nutrients are delivered, they are, in many cases, present at a level that is significantly less than what a consumer would get by eating the promised two servings of the fruit themselves.

The advertiser maintained that its advertising communicates the unique benefits of the product in a manner that helps consumers understand the amounts of those nutrients that are contained in the water. The advertiser asserted that it took care in creating the labels and advertisements to ensure that consumers understood not only which nutrients the water contains in amounts equal to two servings of the depicted fruit, but also to provide sufficient clarifying information so that reasonable consumers understand the limits of the water's nutritional contents.

At the outset of NAD's inquiry, the advertiser stated that it had discontinued challenged print advertising, a measure NAD believed to be appropriate because consumers could reasonably understand the advertising to be claiming a nutritional equivalence between varieties of the water product and two servings of fruit.

NAD questioned the sufficiency of the attempt to limit the main claim on the product label by stating in additional text that the nutrients equal to two servings of fruit are "key" nutrients. NAD noted that because the advertising makes a claim of "equal to 2 servings of fruit" consumers may reasonably expect the enhanced product to contain certain nutrients, in the same quantities as fruit. Because this implied message was not supported, NAD recommended that the "...equal to 2 servings of fruit claims" be discontinued.

NAD further determined that within the context of the challenged advertising, the tagline "The wonders of fruit. The refreshment of water," contributed to the implied message that the water

product was nutritionally equivalent to actual servings of fruit. NAD recommended that the advertising be modified or discontinued to avoid conveying this unsupported message.

In its advertiser's statement, Sunny Delight took issue with certain of NAD's findings. However, the company said, it has "made changes to its advertising campaign and will implement additional revisions, to the full extent possible, in any remaining advertising consistent with NAD's guidance."

"Sunny Delight appreciates the opportunity to participate in the NAD self-regulatory process and, as a strong partner and participant in the advertising community, will continue to take the NAD's guidance into serious consideration in developing future campaigns," the company said.

###

NAD's inquiry was conducted under NAD/CARU/NARB Procedures for the Voluntary Self-Regulation of National Advertising. Details of the initial inquiry, NAD's decision, and the advertiser's response will be included in the next NAD/CARU Case Report.

About Advertising Industry Self-Regulation: The National Advertising Review Council (NARC) was formed in 1971. NARC establishes the policies and procedures for the National Advertising Division (NAD) of the Council of Better Business Bureaus, the CBBB's Children's Advertising Review Unit (CARU), the National Advertising Review Board (NARB) and the Electronic Retailing Self-Regulation Program (ERSP).

The NARC Board of Directors is composed of representatives of the American Advertising Federation, Inc. (AAF), American Association of Advertising Agencies, Inc., (AAAA), the Association of National Advertisers, Inc. (ANA), Council of Better Business Bureaus, Inc. (CBBB), Direct Marketing Association (DMA), Electronic Retailing Association (ERA) and Interactive Advertising Bureau (IAB). Its purpose is to foster truth and accuracy in national advertising through voluntary self-regulation.

NAD, CARU and ERSP are the investigative arms of the advertising industry's voluntary self-regulation program. Their casework results from competitive challenges from other advertisers, and also from self-monitoring traditional and new media. NARB, the appeals body, is a peer group from which ad-hoc panels are selected to adjudicate NAD/CARU cases that are not resolved at the NAD/CARU level. This unique, self-regulatory system is funded entirely by the business community; CARU is financed by the children's advertising industry, while NAD/NARC/NARB's primary source of funding is derived from membership fees paid to the CBBB. ERSP's funding is derived from membership in the Electronic Retailing Association. For more information about advertising industry self-regulation, please visit www.narcpartners.org.